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SUBJECT: MEETING WITH STATE COMMITTEE OF USSR COUNCIL OF
MINISTERS FOR FOREIGN ECONOMIC RELATIONS

USDOC FOR BEWT/TDAD/STECHSCHULTE

1. SUMMARY - AT SOVIETS' INVITATION EMBOFFS MET AUGUST 1
WITH DEPUTY CHAIRMAN I.A. KULEV AND DIVISION CHIEF H.G.
YAKUBOV OF STATE COMMITTEE FOR FOREIGN ECONOMIC RELATIONS
TO DISCUSS COMMITTEE'S ROLE IN MAJOR SOVIET DOMESTIC
INDUSTRIAL PROJECTS AND COMMITTEE'S INTERREST IN FORMING
ACQUAINTANCE WITH LEADING US ENGINEERING FIRMS. KULEV
STRESSED THAT HIS OFFICE STANDS READY BOTH TO FACILITATE
PROPOSALS FOR COMPENSATION PROJECTS WITHIN SOVIET UNION AND
TO JOIN AMERICAN COMPANIES IN BIDS FOR FUTURE LARGE-SCALE
ENGINEERING PROJECTS IN THIRD COUNTRIES. END SUMMARY

2. KULEV DISCUSSED AT LEMWTCT COMMITTE'S ORIGINS AFTER
WORLD WAR II AND ITS GROWING ROLE IN COORDINATION OF
SOVIET PROJECTS IN MIDDLE EAST AND ASIA AS WELL AS
MORE RECENT RESPONSIBILITIES FOR FACILITATING SOVIET
PARTICIPATION IN CEMA UNDERTAKINGS. ACCORDING TO
KULEV, COMMITTEE CURRENTLY HAS CENTRAL PART IN
ARRANGEMENTS FOR ALL MAJOR SOVIET ENGINEERING PRO-
JECTS WHICH INCLUDE FOREIGN PARTICIPATION, BOTH IN
USSR AND ABROAD.

3. NOTING THAT COMMITTEE TO DATE HAS HAD LITTLE CON-
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TACT WITH US FIRMS, KULEV STRESSED THAT HE AND

COLLEAGUES SEE MUTUAL BENEFIT IN BUILDING TIES WITH US INTERNATIONAL CONSTRUCTION FIRMS AND US-BASED TRANSNATIONAL COMPANIES. AMONG BENEFITS ENVISIONED SOVIETS INCLUDE COOPERATIVE VENTURES IN THIRD COUNTRIES.

4. EMBOFFS EXPLAINED US COMMERCIAL OFFICE PROGRAMS, INCLUDING OFFICIALLY-SPONSORED SEMINAR/EXHIBITS AND SINGLE-COMPANY EVENTS. KULEV SAID OFFICIALS OF HIS ORGANIZATION WOULD WELCOME OPPORTUNITY TO ATTEND THESE FUNCTIONS AND ASKED THAT COMMITTEE BE INCLUDED ON INVITATION LIST IN FUTURE. HE MADE SPECIAL POINT OF EXPLAINING, HOWEVER, THAT HIS ORGANIZATION HAS NO AUTHORITY TO INVOLVE ITSELF IN STRAIGHT SALES TRANSACTIONS.

5. COMMENT - EMERGENCE OF STATE COMMITTEE FOR FOREIGN ECONOMIC RELATIONS AS ORGANIZATION INTERESTED IN DEVELOPING CONTACTS WITH US FIRMS WAS UNEXPECTED, GIVEN THAT ORGANIZATION'S PREVIOUS RELUCTANCE TO HAVE ANYTHING TO DO WITH EMBASSY. COMMERCIAL OFFICE HAS ALREADY MADE ARRANGEMENTS FOR REPRESENTATIVE OF ALLIS-CHALMERS TO MEET WITH OFFICIALS OF STATE COMMITTEE FOR FOREIGN ECONOMIC RELATIONS, AND WE PLAN TO MAKE PRACTICE OF ASSISTING SIMILAR FIRMS IN ESTABLISHMENT OF CONTACTS WITH STATE COMMITTEE. SUGGEST THAT BEWT/TDAD ADVISE APPROPRIATE FIRMS OF STATE COMMITTEE'S INTEREST AND REFER FIRMS TO COMMERCIAL OFFICE FOR FURTHER ASSISTANCE.

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